**Ethiopian Livestock Feed (ELF) project**

**Checklist for Livestock and Feed Value Chains Analysis**

**For producers/Farmers (Focused Group Discussion)**

**Country----------------** Region ------------------- **District----------------------------Kebele -----------------------**

1. **Questions for Dairy (fluid milk) or Meat (sheep and beef)**
2. **Production**
   1. What is the average herd size (for sheep/beef cattle/dairy) you usually maintain? ----------
   2. Is this increasing or decreasing over time? -------------------------------------------------
   3. What is your average volume of milk you produce a day (from all the your cows)-------- lt
   4. What proportion of these animals/milk do you sell in a year? ----------------------------------
   5. What proportion of milk do you process? -------------------------
   6. What proportion of milk do you use for households consumption? ---------------------
   7. What milk products do sell? -------------------------------------------------------------------------
   8. Average amount of each milk products sold per household in a week.----------------------------------------------------------------------------------------------------------------------------------------
   9. Are you usually selling male or female animals? -------------------------------------------------
   10. To whom do you sell animals of different sex? ------------------------------------------
   11. What proportion of farmers produce/sell these commodities? --------------------
   12. What breeds are used; (local, improved)? -------------------
   13. What problems are observed with the breeds used? -----------------------------------------------------------------------------------------------------------------------------------------------------
3. **Inputs/services** 
   1. Who is the main supplier of the following inputs/services: own, government, coop, traders?

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|  | Supplier (source)  1= own, 2=government, 3= coop, 4= traders | Proportion of farmers getting from this source |
| AI |  |  |
| Bull service |  |  |
| Feed |  |  |
| Veterinary drugs |  |  |
| Veterinary services |  |  |
| Credit |  |  |

* 1. Role of cooperatives in input supply? -------------------------------------------------------------------------------------------------------------------------------------------------------------------------
  2. For each of these inputs/services what are the major problems in order of priority and suggested solutions?

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| --- | --- | --- | --- |
| Input type | Major constraints | Rank  (1= high priority, 3=low priority) | Suggested solutions |
| AI |  |  |  |
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|  |  |  |  |
| Bull service |  |  |  |
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| Feed |  |  |  |
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| Vet drugs |  |  |  |
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| Vet services |  |  |  |
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| Credit |  |  |  |
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1. **Marketing**
   1. To whom do you sell sheep/beef/milk? (farmers, traders, cooperatives/union, Processors, final consumer)? ---------------------------------------------------------------------
   2. To whom do you usually want to sell? -----------------------------------------------------------------
   3. When do you usually sell your animals? ------------------------------------------------------------------------------------------------------------------------------------------------------------------------------
   4. Reason for selling your animal at these times? ------------------------------------------------------------------------------------------------------------------------------------------------------------------------
   5. Where do you sell sheep/beef/milk? 1/on the farm 2/village market

3/Factory gate 4/woreda market 5/cooperative 6/processors collection points

* 1. Is there a difference in price due to differences in place of sale and the type of buyer?

1/Yes 2/No

* 1. If yes, indicate the price when the product is sold to different actors and in different places.

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| --- | --- | --- | --- | --- | --- |
| Place of sale | Price when the product is sold to: | | | | |
| Farmers | traders | Cooperative/union | Processors | Consumers |
| On the farm |  |  |  |  |  |
| Village market |  |  |  |  |  |
| Woreda market |  |  |  |  |  |
| Collection points |  |  |  |  |  |

* 1. Who decides on the price level for your product**? -------------------**
  2. What is the role of the producer in setting prices? **-------------------------------------------------**
  3. What should be done to increase farmers’ bargaining power? **---------------------------------**
  4. Describe what happens to the animals/milk after you have sold it (destination) -------------------------------------------------------------------------------------------------------------------------
  5. How do you sell animals (based on eye ball estimation, live weight using scales)? --------------------------------------------------------------------------------------------------------------------

1. **Seasonality**
   1. In which months does the demand/supply for sheep/beef cattle/milk increases/decreases?

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | January | Feb | March | April | May | June | July | August | Sept | Oct | Nov | Dec |
| High demand |  |  |  |  |  |  |  |  |  |  |  |  |
| Low demand |  |  |  |  |  |  |  |  |  |  |  |  |
| High supply |  |  |  |  |  |  |  |  |  |  |  |  |
| Low Supply |  |  |  |  |  |  |  |  |  |  |  |  |

* 1. Factors affecting seasonality in animal/milk supply in order of their importance? -----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

1. **Transportation**
   1. How far do you travel to reach livestock/milk market to sell your products? (------km)
   2. How do you transport the animals/milk to the selling point (mode of transportation)? ----------
   3. How much does it cost you to transport an animal/liter of milk over this distance? -------------
   4. Do you experience livestock losses (death) when transporting? 1/Yes 2/No
   5. Do you think that an animal losses weight during transportation? 1/Yes 2/No
   6. If yes, how much can it loss while transporting from your place to the market? -----------------
   7. Do you think that milk quality could be affected on transportation? 1/Yes 2/No If yes, describe the quality effects --------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------
2. **Market Information** 
   1. Do you get the market information such as price, type of product required, quantity demanded, etc? ---------------------------------------------------------------------------------------------
   2. If yes, who is your source of market information? ----------------------------------------------------
   3. Is this information source reliable? ------------------------------------------------------------------
3. **Relationships in the markets:**
   1. What is your relationship with your buyers (no relation, acquaintance, friend, relative)-----------------------------------------------------------------------
   2. Do you have a long standing customer (buyer) or you sell to anybody whenever you go to the market? ----------------------------------------------------------------------------------------------------
   3. Do you usually sell your animals/milk on credit basis? 1/yes 2/No
   4. If yes, for how long do you wait for the payment of the credit? --------------------------------
4. **Skills of the producers:** 
   1. Have you ever received any training on sheep/beef fattening/milk handling and processing?

1/yes 2/No

* 1. Do you get any extension advice on marketing of your animals/milk? 1/yes 2/No

1. **Institutional constraints:**
   1. Which market regulations impede your livestock/milk marketing? ------------------------------------------------------------------------------------------------------------------------------------------------
   2. What market regulations should be in place to facilitate your livestock/milk marketing? ----------------------------------------------------------------------------------------------------------------------
2. **Credit**
   1. Do you use credit (formal or informal)? 1/Yes 2/No
   2. What type of credit do you use? --------------------------------------------------------------------
   3. Sources of credit--------------------------------------------------------------------------------------
   4. If no, why didn't you use credit? --------------------------------------------------------------------
   5. What constraint do you think are impeding your access to credit and its proper utilization? ---------------------------------------------------------------------------------------------
3. What are the major **constraints** at each stage of the sheep/beef cattle/milk value chain in order of their priority?

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| Value Chain Stages | problems | Rank (1= high priority, 3= low priority) | Solutions |
| Production |  |  |  |
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|  |  |  |  |
| Transporting |  |  |  |
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| Marketing |  |  |  |
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**I. Feed questions**

1. **Production**
   1. What is the source of feed for your animals? -------------------------------------------------------------
   2. Do you produce feed? 1/ Yes 2/No
   3. What types of feed do you produce? ------------------------------------------------------------------------
   4. Area of land used for forage production--------------- ha
   5. For what purpose do you produce forage crops? --------------------------------------------------------
   6. Do you use crop residues to feed your animals? ---------------------------------------------------------
   7. What are the major constraints in forage production in order of their priority and suggested solutions?

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| --- | --- | --- |
| Major constraints | Rank  (1= high priority, 3=low priority) | Suggested solutions |
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* 1. What are the potential opportunities in forage production? ------------------------------------------------------------------------------------------------------------------------------------------------------------------

1. **Inputs used for forage production**
   1. What are the major inputs (seed, fertilizer, etc) for forage production? ------------------------------
   2. Sources of inputs:------------------------------------------------------------------------------------------
   3. Do you get feed market information? 1/ Yes 2/No
   4. If yes, who is your source of market information? ----------------------------------------------------
   5. What are the major constraints in forage input supply in order of their priority and suggested solutions?

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| Major constraints | Rank  (1= high priority, 3=low priority) | Suggested solutions |
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1. **Marketing**
   1. Do you sell forage? 1/ Yes 2/No
   2. What types of forage do you sell? --------------------------------------------------------------------------
   3. To whom do you sell? ---------------------------------------------------------------------------------------
   4. Where do you sell forages? --------------------------------------------------------------------------------
   5. Do you buy forage? ----------------------------------------------------------------------------------------
   6. What types of forage do you buy? -------------------------------------------------------------------------
   7. From whom do you usually buy forage? -------------------------------------------------------------------
   8. Where do you buy forage? -----------------------------------------------------------------------------------
   9. How do you transport forage? -------------------------------------------------------------------------------
   10. Cost of transportation from your area to the market? --------------------------------------------------
   11. Do you sell crop residues? 1/ Yes 2/No
   12. What proportion of your crop residues do you sell? -----------------------------------------------------
   13. Do you buy concentrate feed for your animals? 1/ Yes 2/No
   14. From where do you buy concentrate feeds? --------------------------------------------------------------
   15. From whom do you usually buy concentrate feed? ------------------------------------------------------
   16. For what purpose do you buy concentrate feeds? --------------------------------------------------------
   17. To which animals do you provide concentrate feeds and other supplementary forages?

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| Types of forage | Types of animals | | | | | | | | |
| oxen | cows | heifers | bulls | calves | sheep | goat | donkeys | Horses & mules |
| Crop residues |  |  |  |  |  |  |  |  |  |
| Hay |  |  |  |  |  |  |  |  |  |
| Cultivated forages |  |  |  |  |  |  |  |  |  |
| Concentrate feeds |  |  |  |  |  |  |  |  |  |

* 1. What are the major constraints in forage/feed marketing in order of their priority?

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| --- | --- | --- |
| Major constraints | Rank  (1= high priority, 3=low priority) | Suggested solutions |
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* 1. What are the potential opportunities in forage marketing? ---------------------------------------------------------------------------------------------------------------------------------------------------------------------
  2. When do you usually buy feeds

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| Types of forage | January | Feb | March | April | May | June | July | August | Sept | Oct | Nov | Dec |
| Crop residues |  |  |  |  |  |  |  |  |  |  |  |  |
| Hay |  |  |  |  |  |  |  |  |  |  |  |  |
| Green cultivated forage |  |  |  |  |  |  |  |  |  |  |  |  |
| Concentrate feeds |  |  |  |  |  |  |  |  |  |  |  |  |

* 1. At what time do you sell crop residues and other forages?

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| Types of forage | January | Feb | March | April | May | June | July | August | Sept | Oct | Nov | Dec |
| Crop residues |  |  |  |  |  |  |  |  |  |  |  |  |
| Hay |  |  |  |  |  |  |  |  |  |  |  |  |
| Green cultivated forage |  |  |  |  |  |  |  |  |  |  |  |  |
| Other forages |  |  |  |  |  |  |  |  |  |  |  |  |
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* 1. What is the selling price of the different feed items?

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| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Feed type | Unit | Price per unit in respective months | | | | | | | | | | | |
| January | Feb | March | April | May | June | July | August | Sept | Oct | Nov | Dec |
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1. **Linkages** 
   1. Do you have a group/association/ cooperative for forage production/sell? 1/ Yes 2/No
   2. What is the role of cooperative/associations in forage input supply and product marketing? ---------------------------------------------------------------------------------------------------------------------------
   3. Do you have long standing customers (buyers) for forage? 1/ Yes 2/No
   4. Who usually determines price for forages/concentrate feeds in the market? --------------------------
   5. How do you evaluate the bargaining power of farmers (producers) in forage/feed markets?

Forage: -----------------------------------------------------------------------------------------------------------

Concentrate feed: -----------------------------------------------------------------------------------------------

* 1. What market regulations are impeding your forage/feed marketing? -----------------------------------------------------------------------------------------------------
  2. What market regulations should be in place to facilitate your feed marketing? ---------------------------------------------------------------------------------------------------
  3. Do you mix different feed ingredients? 1/ Yes 2/No
  4. Have you obtained training on ration formulation? 1/ Yes 2/No Source of training? -------------------------------------------------------------------------------------------------------